



Indiana Pest Management Association, Inc.

STEVE DURNIL/IPMA FAMILY SCHOLARSHIP

See details in this newsletter and download application form at:
http://extension.entm.purdue.edu/IPMA/includes/pdfs/SteveDurnil_IPMAScholarship/pdf

ANNUAL PURDUE CONFERENCE

Attend the 2015 79th Purdue Pest Management Conference, January 12-14, 2015. See page 13 for a list of the featured programs and speakers.

The detailed conference program is available at:
http://extension.entm.purdue.edu/urban/Urban_Info/PDF/2015Program.pdf

You may Download the conference registration at:
www.conf.purdue.edu/pest2015

IPMA MEETING SCHEDULED

An IPMA Meeting is scheduled at a luncheon, Tuesday, January 13, 2015 at 11:30 a.m. in the West Faculty Lounge (Purdue Memorial Union). Reservations are required. There will be a short business meeting.

Download the reservation form at:
<http://www.extension.entm.purdue.edu/IPMA/includes/pdfs/IPMALunchRes.pdf>

You may download the conference registration at:
www.conf.purdue.edu/pest2015

Also see page 18 of this newsletter.

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Indiana Pest Management Association
Advertising Rates for 2014-2015

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Full Page (7" x 10")

- One Issue \$350
- Year (four issues) \$1,200

One-half Page (7" x 5" horizontal)

One-half Page (3-1/4" x 9-1/2" vertical)

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One-fourth Page (3.5" x 5")

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Non-members of the Association should add an additional \$25 to the cost of each ad printed. Camera-ready copy of the size listed must be submitted for publication. If you are subscribing for less than a full-page ad, copy size may be the equivalent of that listed in the rate table above, as long as it fits within the page format. IPMA Newsletter is published in March, June, September, and December. Submit your ad copy at least 2 weeks prior to the 1st of the month in which your ad is to appear. A confirmation of ad space, however, must be received at least 3 weeks prior to the 1st of the month in which the ad is to appear. Sandy Lindsey and G. W. Bennett, Editors

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IPM – THE ECO-FRIENDLY WAY*

Want to offer your customers a “green” approach to pest management? Don’t assume that you can do it by swapping out the pesticides you’re using now for other products.

“An eco-friendly approach to pest management is not about using a “green” product; that’s a fallacy that most people fall into,” said Steve Dwinell, assistant director of the Division of Agricultural Environmental Services at the Florida Department of Agriculture and Consumer Services. “Green pest management is about how you use the products that are available and how you manage the pests. It is about using products in a way that minimizes exposure to people. In a lot of cases, you don’t use pesticides at all initially, but use other techniques such as traps or exclusion.”

IPM by another name

Green pest management follows much the same processes used in integrated pest management (IPM) according to Ron Schwalb, national technical manager for NISUS Corporation. NISUS has been touting the benefits of IPM and green to the pest management industry for many years. “If you put the word green in front of IPM, and call it green pest management, all of a sudden homeowners are willing to listen even though we’re doing many of the same things as before.”

NISUS is encouraging its pest management industry customers to follow a five-step Green Pest Management (GPM) program that incorporates the basic principles of IPM: inspection; removal of food and harborage; exclusion; judicious use of pesticides; and monitoring.

Companies such as Adam’s Pest Control, based in St. Lucie, saw the benefits of this approach years ago.

“Back when we started in 1990, other companies used to go out and spray the house for ants and then come back the next time and do the same thing,” said Michael Tulp, company vice president. “We emphasized inspections before treatment because anytime there’s a problem, there’s a source, a reason for it. If there are ants outside the building they are trailing from somewhere, so we do our inspections to find the nest. If you eliminate the nest, you eliminate the colony. You’re not just putting a barrier around the house and hoping that you’ll kill a bunch of ants before you come back next time.”

The company’s technicians employ pesticides only if there’s no other way to resolve a problem. “If there’s a tree touching someone’s roof and the ants are going up the tree and getting in the house, I’m not going to spray the tree and the roof. I’m going to grab a tree trimmer and cut that limb off the roof so the ants will stop going in the house,” Tulp said. Adam’s Pest Control takes pride in this approach to pest control, he added.

Hulett Environmental began offering its Bug Blockade program back in the mid-1990s. “We focused our service and our efforts on the outside of the home and trying to keep the bus from coming in, said Greg Rice, director of marketing. Their program has become even more eco-friendly over the years, and now complies with the National Pest Management Association’s GreenPro requirements.

“Green isn’t well defined, but my definition is any comprehensive program that has less impact on the environment,” said Joe Jonovich, director of education and entomology at Hulett Environmental. “Inspection is a huge part of that; our service program centers around inspection, monitoring—which is re-inspection and evaluation—and then exclusion. After that the products come into play. We’re not saying that we won’t use sprays or old-fashioned treatments, but they are last resorts.”

“We look for entry points, ways that bugs find easy access in and out of structures. By sealing those up with caulking and wire mesh, we can make the pathway into the home a lot more difficult for them,” said Rice. “We also eliminate harboring and foraging areas around and inside properties. Those are the things that are critical, and that’s why the inspection portion of every visit is so important for this kind of service.”

Hulett Environmental also uses the IPM approach for its lawn service. “We don’t just go out and automatically spray shrubs and bushes each month,” said Jonovich. “Our technicians go out and thoroughly inspect all the plants and treat them only as needed.” Those technicians are trained to identify different species of plants and the bugs that attack them. “If there are no problems, they don’t treat, but if they find a fungus on the bougainvillea, they treat that with fungicide. If they find aphids on a viburnum hedge, they treat that with insecticides. It’s a true IPM program.”

In addition, the company is offering new termite pre-treatment for homes under construction. “We do a lot of traditional treatments where you trench around the house and use 200 gallons or more of product, but we also offer bait station treatments,” said Jonovich. “There’s a lot less product going out into the environment.

Builders are looking for a green approach for neighborhoods are jumping on this.”

Green pesticides?

Although green pest control treatment focuses on processes rather than chemicals, there are some products that U.S. Environmental Protection Agency classifies as minimum risk pesticides. That’s because their active and inert ingredients are



INDIANA PMPs VOLUNTEER SERVICES TO BENEFIT VETERANS*

The Indiana Pest Management Association, under the leadership of Judy Logsdon (Rid-A-Pest Co.) gathered about 20 of its members to provide much needed pest control services to benefit homeless veterans. On September 19th, the PMPs gathered at the Donald W. Moreau Sr. Veterans House in Indianapolis, Indiana, to provide bed bug and German cockroach management services. The House is a 3-story, 40-unit building that provides housing and reintegration services to veterans experiencing homelessness, and administers programs and services to prevent at risk veterans from becoming homeless.

PMPs brought their application and personal protection equipment and insecticides were provided by UnivarUSA, Bayer, Zoecon and Syngenta – Temprid, Gentrol and Gentrol Point Source, Advion and Tri-Die, and used in combination with non-

chemical control measures provided through the facility manager, Mr. Jason Bates. Teams were appointed for each floor, and the operation was conducted over a 3-hour period.

The IPMA members participating in the exercise were Pat Becker, Foy Flynn, and Ray Seigel (POW Pest), Bob Schafstall and Brandon Foster (Burt's Pest Control), Texas Boles (Superior Pest Management), Brent Hiatt (POW Pest), Tim Kaforka (UnivarUSA), Sarah Florey (Arab Termite & Pest Control) and Judy Logsdon, Mike Bender, Eugene Hicks, and Larry Logsdon (Rid-A-Pest). Troy Fry (Gold Seal Pest Control), Loren Cunningham and Mike Leahy (Zoecon Corp.) and Ryan Klein (Bayer).

**Article prepared by Gary Bennett (IPMA Secretary)*

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DIATOMACEOUS EARTH – OLD FRIEND*

Diatomaceous earth (DE) is a fine whitish-grey powder formed from a crushed fossil, used to effectively control insect pests without the use of traditional chemicals. But what is DE, and is there a downside to its use?

Where does DE come from?

DE comes from a naturally occurring soft sedimentary rock that is easily crumbled into powder. The rock is composed of the fossilized cell walls of silica-based microscopic diatoms, which occur naturally in deposits across the world.

Diatomaceous earth is almost pure powdered silica, with some beneficial trace minerals. Under a microscope, it looks like shards of glass (glass is also made from silica). Particle size ranges from 3 to 200 micrometers (0.003-0.2mm), but to kill insects the particles must be as fine as possible. DE has a slight abrasive and desiccant feel to it, though as with all biocides, care should be taken not to come into direct contact.

How does it work?

An insect's cuticle is normally covered by a waterproof layer of wax and oils (lipids), which prevents the loss of water from the insect. DE is very absorptive and absorbs this wax, leaving the cuticle permeable to water. As a result, water is able to evaporate from within the insect through the now permeable cuticle, and so the insect desiccates and dies. For the insect to die, it needs to come into contact with the dust and thus in the application of the product it is important to apply a light coating to the surfaces so that the insect can pick up the dust. If a large amount of DE is placed in an area, insects tend to avoid the area. The process for an insect to desiccate takes time; for example a Bed bug coming into contact with DE will take anything between 3-6 days to die from desiccation.

What can DE be used to control?

Just as with a chemical control, it is important to know what DE will and won't kill. When considering DE as a pest control product you should know that it can be safely used around all types of animals (including humans) and is only deadly for insect pests. Be aware though it will also kill beneficial insects such as bees, so care should be taken when deciding if and where to use it. DE is effective at all growth stages including larva, pupa and eggs, and can be used on: bed bugs, wasps, cockroaches, earwigs, ants, fleas and ticks, house dust and other mites (widely used for poultry mite control), and stored product insects, e.g. in grain storage.

Where to apply it?

DE may be applied in almost any domestic or commercial premises, including kitchens and food preparation/manufacturing areas and hospitals. Apart from its use as a powder, the diluted product can be applied as a surface spray (medium to fine spray) or as a space spray through ULV equipment or a thermal fogging machine suitable for water based products. Dried dust however is

much more effective. Published tests generally indicate effective doses of 5-25 g/m².

DE is particularly suited to crack and crevice treatments, and can easily be mixed to grain to control SPIs and mites. Control using DE may take several days as the insects die off, but whereas chemical poisons act fast and have a short residual effect, DE while working slower will remain active and nontoxic as long as it remains in the environment. Charles Phillips, Division Director of Barretine Environmental explains, "DE is extremely 'residual', if left in cracks and crevices as its chemical makeup does not alter, the DE is active indefinitely". However, DE deposits will lose activity if they become damp and caked.

It is important to note that DE should be used as part of a control program – it will not solve issues on its own. For example, it can be applied to wall and floor voids to help control bed bugs, but other methods will be appropriate to remove them from furniture and bedding.

"Diatomaceous earth can be a very useful tool as part of an integrated pest control strategy" comments BPCA Technical Manager Richard Moseley. "In many cases one treatment strategy is not enough to achieve full control of a pest insect infestation, and DE offers the pest controller another non-toxic control option."

Health issues with DE

Though seen as 'green' because of its physical rather than chemical action, DE has safety issues. In health terms, inhalation of crystalline silica is harmful to the lungs causing silicosis. Amorphous silica is considered to be lower toxicity, but prolonged inhalation can cause changes to the lungs. Luckily, the DE sold for pest control is mostly amorphous silica, but may contain small amounts of crystalline silica. In a study of workers, those exposed to natural DE for over five years had no significant lung changes, while 40% of those exposed to the calcined form had developed pneumoconiosis.

If inhaled, DE can irritate the skin, eyes and in particular the respiratory system (throat) and lungs) and may build up over time. If used in a confined space, wear a half mask respirator to EN140 with a particulate filter (A1P2) plus coveralls, goggles and gloves. RPE filters should be changed along with manufacturers' instructions. Although considered to be relatively low-risk pesticides containing diatomaceous earth are not exempt from regulation. DE is itself not classified as hazardous under CHIP Regulation or the CLP Regulation but occupational exposure limits exist for dust of 1-2 mg/m³.

When using DE, avoid creating large quantities of dust, and do not use the product in situations where it will be easily or regularly disturbed.

*From Professional Pest Controller 76, August 2014



REDUCE YOUR WORKER'S COMPENSATION LOSSES*

Keeping your workplace safe not only protects the health of your employees, it helps reduce workers' compensation losses – and protects your bottom line. But for pest management professionals (PMPs), the job can be more difficult. Your technicians are on the road, traveling to homes and businesses where they don't always know the environment or what hazards they'll find. While these off-site visits certainly present challenges for workplace safety, there are steps you can take to improve safety and reduce your workers' comp losses.

First, make sure your technicians are properly trained in the use of equipment and pesticides they use. This can improve safety whether they are visiting a new customer's location or a business with which they are familiar.

Driver safety is also important. Before hiring employees who will be driving, verify their driver's license, do reference and background checks, review their Motor Vehicle Record (MVR) and give them physical, road and written tests. Know who you are putting behind the wheel. Then, once employed, provide safe driving courses with defensive driving tactics and regular refresher courses.

Preparation is key

Prepare your technicians the best that you can before they travel to unfamiliar locations. These steps can help ensure their safety:

1. Make sure technicians know what is expected of them each day. Prepare a schedule for the day, have good driving directions for each job, and give them adequate time to reach each location on time and ready for the service.
2. Before sending out your team, get as many details as possible about the premises to be treated.
3. Make your technicians aware of hazards so they are prepared for what might exist on a worksite. For example, pets crawlspaces and attic access can all present unseen dangers in homes. In restaurants, busy kitchens have such potential dangers as stoves, ovens, garbage receptacles and even food spills on the floor.
4. Consider the physical requirements of a job before assigning the job to a specific technician. Make sure he or she has the proper uniform, shoes and communications devices each day.
5. Ensure good communications and supervision by communicating regularly with technicians during the course of the day.

Remember, when insurance companies evaluate your business for workers compensation coverage they look at your past loss experience, including both the frequency of losses and the severity of the losses. This experience determines your rates and your eligibility. By taking proper steps to improve workplace safety – in and out of your offices – you can not only protect your employees' health, but your bottom line.

**By Gamble Cuce from Direct to You, October 2014*

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IPM – THE ECO-FRIENDLY WAY* continued from page 3

demonstrably safe for their intended use, according to the EPA website. Pesticides meeting that fit this criteria are exempt from federal registration under section 25(b) of the Federal Insecticide, Fungicide and Rodenticide Act (FIFRA).

In Florida, as in most states, those EPA-exempt products must be registered for use. But Florida does not have information on the efficacy of such products, unless they are being used as a termiticide for new construction.

NPMA's GreenPro program encourages the use of FIFRA 25(b) exempt products if pesticide applications are required, but if these treatments are not successful, a GreenPro company may use more conventional products as long as they notify the customer in writing.

Meanwhile, companies that produce control products are working to develop "less toxic" alternatives to past traditional chemicals. NISUS Corporation, for example, uses borate compounds in its products, which require the lowest-level "caution" warning.

"There are many control products coming out now that are registered with the EPA and that have lower potential toxicity to humans," said Schwalb. "Many manufacturers and pest management companies are moving towards more targeted applications and less general use of chemicals."

"Chemicals are one of the tools in your tool box, and we're not throwing them away, but they are just one tool. Use your inspection, your exclusion, your sanitation and everything else first, and focus on the low toxicity products first, but if all else fails you have those chemicals available, said Jonovich.

Education is key

Pest control customers may require some explanation of how green pest control works, since the practices are often very different from what they expect.

"Technicians really need to understand what the program is all about and understand concerns that customers might have about any products they are using," said Schwalb. "We are seeing more and more people concerned about any product being applied out there, even what they think of as a green product."

Hulett Environmental has an intensive training program for its technicians. "The state requires that we give a new hire four hours of classroom training and five days total training, but if you come to work for us at Hulett you have classroom training of 25-30 hours and two to three months of training," said Rice. Technicians are specialized in certain fields, and each division gets additional training every month.

Ongoing education is critical for green operations since the field changes so rapidly. "Baits are very specific to insect and they keep getting more and more specific," said Jonovich. A bait that works for one species of ant might not be effective for another. "It requires better education for technicians so they can identify the insects and know what to use to treat them."

Eco-friendly pest control companies should also be ready to work with other service providers. "Not only are we doing pest prevention services, but we're educating the customer and sometimes the other people on their team," said Tulp. "For instance, with our lawn care, we can apply fertilizer and on the lawn but if the irrigation isn't manned properly then we're not going to have a healthy lawn. So many times we'll deal with the landscaper or the person mowing the lawn at the same time we are dealing with customers."

Providing value

A green approach to pest management takes more time than typical treatments, so it's usually more expensive up front and unlikely to appeal to companies focused on maximizing production. "We're more of a boutique company that likes to give a certain level of service," said Tulp.

He said that new customers are often surprised by the time that Adam's Pest Control devotes to the inspection of their home. Technicians, who have a 15-point checklist that they must complete, walk around the home three times to look for problem areas, removing all cobwebs on the first tour. They look for details that can contribute to a pest problem, performing tasks like checking underneath potted plants make sure that there are no ants nesting there.

Hulett Environmental's customers have generally responded favorably to the company's green approach. Jonovich noted that in the 1970's, when technicians would come into a house and spray all around the baseboards, it would knock out about 90 percent of the roaches. The technician would return the next month and the cycle would repeat.

"Now we have baits and other products, and as we understand more about roaches' biology and how they live, we can knock them out 100 percent. So the treatments themselves may take more time, but we're getting better results. And since we're not coming back and spraying over and over again, it does save time in a way," he said. Jonovich noted that because of these techniques many customers have gone from a monthly service to an every-other-month or even quarterly service.

"Some customers were at first slow to accept the green program, but they are seeing over time that it is more effective."

**By Mary Lou Jay, from Pest Perspectives, October 2014*



FRAUD PREVENTION 101*

Based on a survey conducted by the Association of Certified Fraud Examiners (ACF), about 1 in 3 small businesses in the United States are victims of fraud each year.

The most commonly reported fraud cases are false payment requests, check and credit card fraud, and theft by employees.

This means that anti-fraud training should be a business owner's top priority.

Your employees need to first understand company policies and procedures about handling sensitive data. After that, there are several effective fraud training tactics to remember.

Provide employees with clear examples of different fraud cases so they have knowledge of real life situations and how to take appropriate action.

Teach employees that there is no typical fraudster. Perpetrators come in all age groups, income levels, races, and genders.

Fraud can also have a negative impact on individual employees through decreased salaries, loss of bonuses, increased scrutiny, decreased trust, and potential layoffs. Personalizing the consequences in this way helps increase employees' commitment to aiding fraud prevention and detection efforts.

Emphasize that fraud can have a real impact on the organization, leading to lost resources, investments of time and money into investigations, and damage to the company's reputation.

Build cross-checks into employee functions. Require multiple approvals for making purchases, bookkeeping, handling payroll, making deposits, and reconciling bank statements.

Teach employees to perform basic internal audits on spending and purchasing habits outside of their normal work area by training them to identify financial patterns that deviate from the norm.

Spell out explicitly that employee fraud can lead to termination and possible prosecution.

continued on page 11

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NEWS FROM NATIONAL

The alleged role of neonicotinoid pesticides in widespread bee die offs over the last several years catapulted to the public policy forefront last summer, thanks largely to an Oregon landscaper's application of a dinotefuran product at a shopping center parking lot that resulted in the deaths of 50,000 bumblebees.

Shortly after the late June bee kill, the U.S. Environmental Protection Agency (U.S. EPA) announced in mid-August that it would add language to the labels of some neonicotinoid pesticide products prohibiting use of the products where bees are present. Specifically, the changes applied to all products with outdoor non-agricultural foliar use directions (except granulars) containing the active ingredients imidacloprid, dinotefuran, clothianidin or thiamethoxam regardless of formulation, concentration or intended user.

Public policy activity related to the possible connection between neonicotinoids and other pesticides and the decline in bee health intensified this summer as a flurry of significant action took place at the federal, state and local levels of government. Below is a recap of the most notable developments of the last 10 weeks.

President Obama's Memo on Pollinators

President Barack Obama capped off National Pollinator Week in late June by issuing a Presidential Memorandum expanding Federal efforts to reverse pollinator losses and helps restore populations to healthy levels. The Memorandum establishes a Pollinator Health Task Force chaired by the Secretary of Agriculture and the Administrator of U.S. EPA and charged with developing a National Pollinator Health Strategy within six months that includes an Action Plan.

EPA Reverses Course on PR Notice

Late last year, EPA indicated that it would issue a draft Pesticide Registration Notice sometime in 2014 proposing to add language similar to the pollinator protection wording it added to some neonicotinoid labels to all pesticide products. The issuance of this document was expected to be the most significant summertime policy action related to pesticides and bee health. It appears, however, that those plans have been scrapped.

Instead, EPA is placing greater emphasis on state pollinator protection plans. While nothing has been finalized and the issue appears very fluid, U.S. EPA did write state regulatory officials in mid-August to express an interest in working together to develop state pollinator protection plans. The plans are a key byproduct of the Presidential Memo. NPMA has requested to be part of any group charged with developing a model state pollinator protection plan or establishing minimum standards for such plans.

EPA Blesses ASPCRO's Guidance Document

The U.S. EPA wrote Association of Structural Pest Control Regulatory Official (ASPCRO) President John Scott in late July

endorsing ASPCRO's Guidance Document for Bee Language for Neonicotinoid Products in Outdoor Structural and Turf and Ornamental Settings that ASPCRO submitted to EPA in April. NPMA worked closely with ASPCRO on the guidance document to establish a common understanding of the pollinator protection label language and provide more clarity to the regulated community.

U.S. Fish & Wildlife Service

Phase Out Neonicotinoid Use at Wildlife Refuges

The U.S. Fish and Wildlife Service announced in mid-July that the use of neonicotinoid pesticides at national wildlife refuges would be phased out by January 2016. According to a July 17 memo from the Chief of the National Wildlife Refuge System, the decision was "based on a precautionary approach to our wildlife management practices, and not on agricultural practices." The memo also states "That there can be appropriate and specialized uses of neonicotinoid pesticides and decisions for the uses in the Service are subject to review through all applicable laws, regulations, and policies including, but not limited to, the National Environmental Policy Act."

NRDC Petitions EPA to Commence

Special Review for Neonicotinoid Pesticides

The Natural Resources Defense Council (NRDC) in early-July petitioned U.S. EPA to request that the Agency commence a Special Review for six specific neonicotinoid pesticides – dinotefuran acetamiprid, clothianidin, thiacloprid, imidacloprid, and thiamethoxam - based on the risk that NRDC believes this class of pesticides poses to honey bees and native bees. The request effectively seeks to expedite EPA's ongoing evaluation of neonicotinoid insecticides. Read the petition.

NPMA Launches Pollinator Protection Training

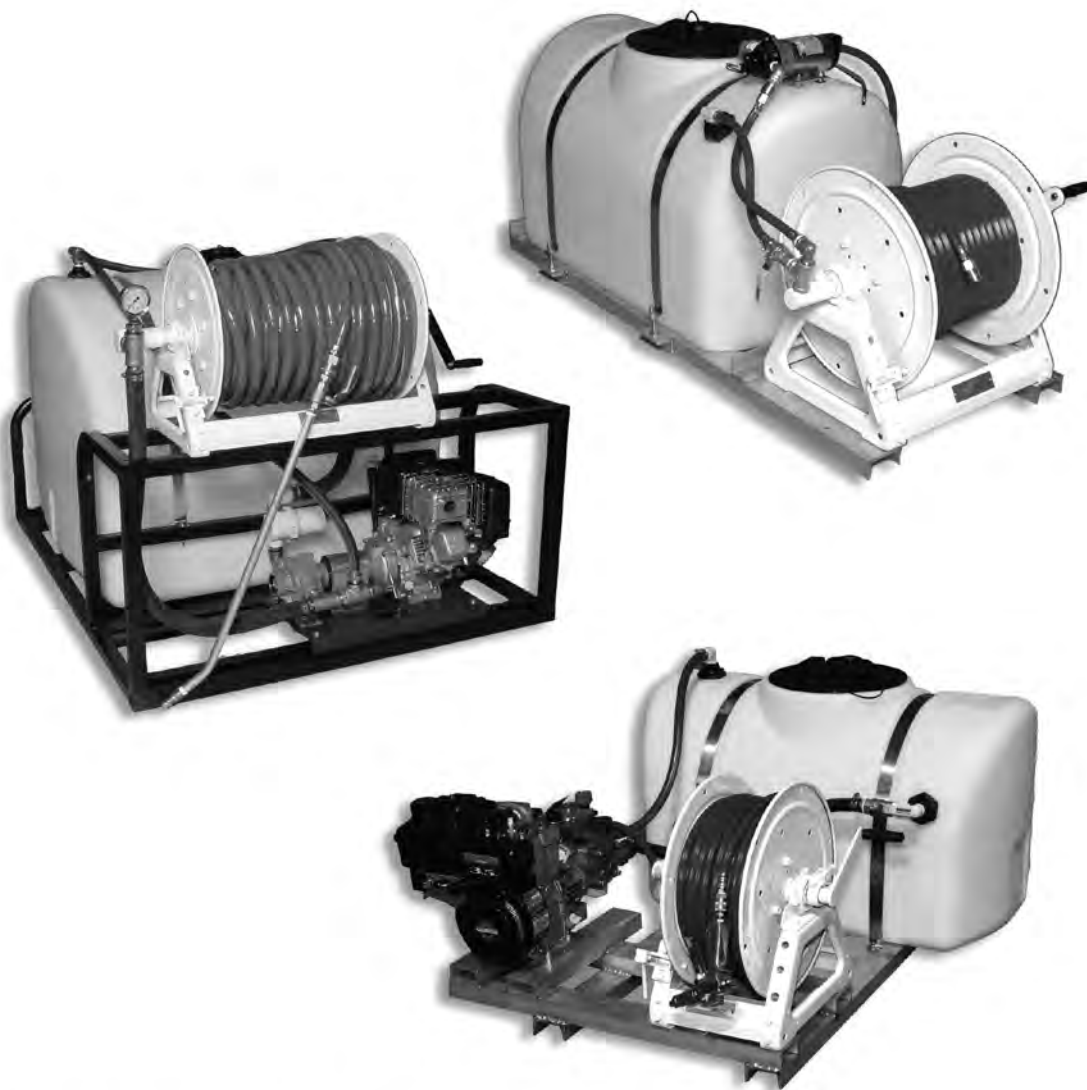
As the activity described above well illustrates, the role neonicotinoids and other pesticides play in the decline in bee health is a hot button issue, often driven by emotion and well-funded activist groups. Nevertheless, it is important that PMPs and their technicians closely follow label directions and take steps to avoid inadvertently exposing bees to pesticides.

To that end, NPMA will soon unveil pollinator protection training as part of NPMA Online Learning Center. Training objectives include enhanced awareness about pollinator health, neonicotinoid label changes and common sense techniques on how to avoid exposing beneficial pollinators to insecticides while performing exterior treatments. In addition, the training contains a section on how to identify beneficial pollinators while acknowledging the fact that PMPs are sometimes called on to control pollinators when they become a threat to public health.



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FRAUD PREVENTION 101* continued from page 8

INSTRUCT STAFF ON HOW TO IDENTIFY EXTERNAL AND INTERNAL SOURCES OF FRAUD:

1. Red flags from outside the organization can include setting up accounts based on stolen identity; using credit cards or checks without authorization; phishing schemes; identity theft; invoicing for products or services that were never provided; and invoicing for services that were never asked for.
2. Red flags from within include co-workers living beyond their means; having financial difficulties; being willing to share duties or take vacation days; having an unusually close relations with a vendor or customer; and acting suspicious or defensive.

REPORTING FRAUD

More fraud is uncovered by employee tips than by any other means, making your staff the best frontline defense against occupational fraud.

Make sure employees are instructed on how and where to report suspicious activity and that they feel empowered to make such reports without fearing retribution. For example, you could set

up an anonymous tip line that allows concerned staffers to report misconduct without revealing their identities or create a reward system for whistleblowers who save the company from losses.

CONNECTING WITH CUSTOMERS

Increasing your fraud prevention efforts can also boost your reputation among customers.

It's important to reach out to clients and engage them in dialogue about security issues. For example, earlier this year Bank of the West launched a series of online videos to educate customers about their fraud protection options and emphasize that fighting fraud is one of the bank's top concerns.

By thoroughly training your employees in fraud awareness and prevention, following up to ensure consistency in practice, and engaging with customers regarding fraud prevention efforts, business owners can reduce the cost of fraud within the organization and build a strong reputation for providing secure safe transactions.

*Author Roy Maurer writes on workplace security issues, including risk management, cyber security and fraud prevention.



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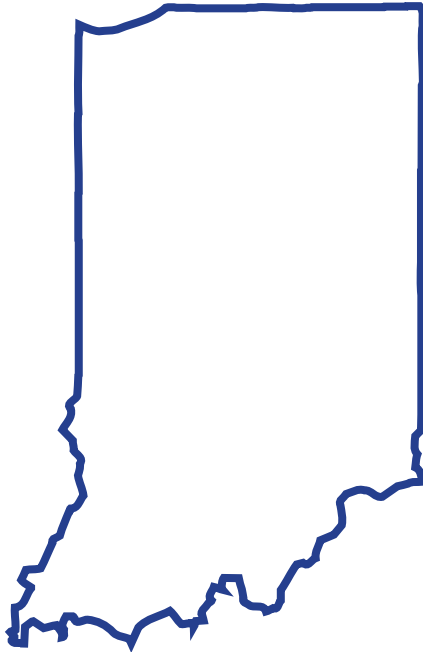

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INDIANA AND POLLINATOR PROTECTION

Greg Campbell, IPMA's representative on the Indiana Pesticide Review Board, has been appointed to a committee to develop a pollinator protection plan for Indiana. Greg asks that all members forward articles, opinions, other state plans, and any other materials to him (Hatfield Pest Control Service, 601 Washington Street, LaPorte, IN 46350) for him to use in developing this plan. He would also be happy to hear from you by phone (219-362-7444), and/or email at bugsoup@hatfieldpest.com.

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79TH ANNUAL PURDUE PEST MANAGEMENT CONFERENCE January 12-14, 2015

Click on the following categories to register, see entire program, obtain hotel information

Regular Registration:

www.conf.purdue.edu/pest2015

Detailed Program and Conference Brochure:

www.conf.purdue.edu/pest2015

Exhibitor Registration:

www.conf.purdue.edu/pestex2015

Hotel Information:

<http://www.conf.purdue.edu/attend/>

FEATURED PROGRAM/SPEAKERS

Green Pest Management - Developing Programs
(1 CCH in 3a, 3b,7a, 7b).....Jay Bruesch

The Art and Science of Flying Insect Control
(1 CCH in 7a).....Stuart "Doc" Mitchell

Bed Bug Litigation (1 CCH each in 7a, 7d) Christian Hardigree

House, Mouse Cleanouts (1 CCH in 7a).....Bobby Corrigan

NPMA Update (0.5 CCH in 7a, 7b)Kevin Pass

Top Ten "Need" to Know In Rodent Control
(1 CCH in 7a, 7d)Bobby Corrigan

Odorous House Ants (1 CCH in 7a).....Dan Collins and Laurel Hansen

Termites: Behavior and Case Studies (1 CCH in 7b, 12)..... Nicky Gallagher

Tramp Ants (1 CCH in 7a)Laurel Hansen

3rd Party Auditing Pat Hottel

Misconceptions as to How Pest Control
and HACCP Fit Together (1 CCH in 7a, 7b, 7d) Dominique Sauvage

Fumigation Update (2 CCH in 7d)..... David Mueller

Customer Challenges in
Bed Bugs Management (1 CCH in 7a, 7d).....Mark "Shep" Sheperdigian

New Technologies + Smart Device Apps.....Tommy Reeves and Gene White

Spray Water: The Forgotten Component
(1.5 CCH in 3a, 3b, 7a, 7b, 8) Fred Whitford

Life After Pyrethroids
(1 CCH in 3a, 3b, 5,6, 7a, 7b, 8) Darren Van Steenwyk

How IPM & Good Management Work Together
(1 CCH in 3a, 3b, 7a, 7b, 8)San Cope

Using the Whole Toolbox (1 CCH in 7a, 7b).....Jeff McGovern

IGR Update (1 CCH in 3a, 3b, 7a, 7b, 8)..... Richard Kramer

Insect Identification
(1 CCH 3a, 3b, 7a, 7b, 8, 12)Dale Hodgson and Adam Salyer

New Tools for Urban Pest Management (1 CCH 7a)David Liszka

Stink Bugs and Other Invasive Pests (1 CCH in 7a) Dale Hodgson

Moles and Voles (1 CCH in 3a, 3b, 7a) Rich Williams

Bud Bug Inspections + Canines
(1 CCH in 7a)..... Don Partin and Mark "Shep" Sheperdigian

Life After Rodenticides (1 CCH in 7a) Matt Frye

Global Food Safety - What Commercial Companies
Want From Their PMPs (1 CCH in 7a, 7d) Thomas McMahan

Cockroach and Bed Bug Resistance (1 CCH in 7a).....Mike Scharf

Fleas and Ticks - They Are Back (1 CCH in 7a)Susan Little

Regulatory Update: Pollinators, Pyrethroids and
Pesticide Misuse (1 CCH in 3a, 3b, 4, 6, 7a, 7b, 7d, 8) Dave Scott



THANK YOU TO SCHOLARSHIP DONORS

Your contributions to the IPMA Scholarship Fund are greatly appreciated: Joe Zagorski, Affordable Termite and Pest Control; Sarah Florey, Arab (Crawfordsville); Ken Hoemig, Charlie's Spider Fighter; Brian Combs, Combs Pest Control; Steve Ford, Critter Rid; David Edwards, Eagle Pest Services; Ronald Bledsoe, Hoosierland Pest Control; J. R. Campbell, Indiana Pest Control; Charles McMahon, McMahon Exterminating; David Wilson, Monroe Pest Control; Dennis Felix, Premier Pest Control; John Vermillion, The Bug Man; Bob Windler, Windler Pest Control.



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THE STEVE DURNIL/INDIANA PEST MANAGEMENT ASSOCIATION FAMILY SCHOLARSHIP APPLICATION

THIS PORTION TO BE COMPLETED BY THE LICENSED IPMA MEMBER FIRM

I do hereby nominate _____ for
(Full name)

The Steve Durnil/Indiana Pest Management Association Family Scholarship. The nominee is

_____ of _____ who has been employed by
(Relationship) (Parent, Guardian, or Spouse)

our firm for _____ years as a _____
(Job title)

Our firm, _____ has been an active IPMA member in good standing for _____ years.

Owner/Manager Signature _____

IN ADDITION TO THIS NOMINATION THE APPLICANT MUST SUBMIT THE FOLLOWING

1. The Steve Durnil/IPMA Family Scholarship Application
2. Letter of Application including:
 - a. Qualifications
 - b. Summary in 350 words or less as to why you should receive the scholarship. Also include any other circumstances which may have a bearing on this application
3. Two supporting letters of recommendation.
 - a. One from a high school teacher or principal
 - b. One from an acquaintance (non-family member)
4. Copy of applicants most recent high school transcript.
5. Institute of higher learning acceptance letter (copies acceptable).
6. List of other scholarships applicant has applied for, other financial aid applicant is receiving, and an explanation of each type of aid received.

**THE APPLICATION AND ALL SUPPLEMENTARY MATERIALS MUST BE POSTMARKED
ON OR BEFORE APRIL 30TH. THE APPLICATION SHOULD BE MAILED TO:**

Indiana Pest Management Association
c/o Gary Bennett
Department of Entomology
Purdue University
901 West State Street
West Lafayette, IN 47907-2054

To access the application form go to
http://extension.entm.purdue.edu/IPMA/includes/pdfs/SteveDurnil_IPMAScholarship.pdf



THE STEVE DURNIL/INDIANA PEST MANAGEMENT ASSOCIATION FAMILY SCHOLARSHIP APPLICATION

PERSONAL INFORMATION

NAME: Last _____ First _____ Middle Initial _____

SOCIAL SECURITY NUMBER _____

MAILING ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE NUMBER _____ BIRTH DATE _____

HIGH SCHOOL(S) ATTENDED: _____ YEARS ATTENDED _____

YEAR OF GRADUATION OR G.E.D. COMPLETED _____

PREVIOUS/PRESENT WORK EXPERIENCE:

Have you applied for this scholarship before? (Circle one) Yes No

SCHOLARSHIP INFORMATION

INSTITUTION WHERE GRANT WILL BE USED _____

MAJOR FIELD(S) OF STUDY: _____

Address _____

City _____ State _____ Zip _____

EXTRA CURRICULAR ACTIVITIES: Athletic & Non-athletic clubs, awards, etc.

I hereby affirm that the information provided above is true and accurate to the best of my knowledge. I respectfully submit this application to the IPMA Scholarship Committee for review and evaluation.

Applicant's Signature _____ Date _____



THE STEVE DURNIL/INDIANA PEST MANAGEMENT ASSOCIATION FAMILY SCHOLARSHIP

SELECTION RULES AND REGULATIONS

I. ELIGIBILITY

- A. Applicant must be an IPMA member in good standing, or an employee of an IPMA member in good standing, or the spouse, child, step-child, grandchild, niece, or nephew of an IPMA member in good standing.
- B. Graduating high school seniors, other high school graduates, and applicants with G.E.D. equivalent will be considered.
- C. Applicant must attend an accredited college, university, trade school, or institute of higher learning.
- D. Applicant should be scholastically capable of college or trade.

II. OPERATING RULES

- A. This money will be awarded to the applicant to be applied against educational expenses while attending the institution named in the application.
- B. Student must complete the entire application and submit it with a completed nomination form in order to have their application considered.
- C. This scholarship is awarded as a one-time outright grant. Eligibility does not carry over from one year to the next and no repayment is expected or necessary.
- D. Applications are not held from one year to the next. In order to be eligible for consideration applicants must submit a new nomination and application each year.
- E. The amount awarded and the applicant it is awarded to will be determined each year by the Indiana Pest Management Association Scholarship Committee and will be disbursed by the IPMA Treasurer at the beginning of the fall semester or quarter.

III. MISCELLANEOUS

- A. The applicant's qualification and scholastic standing will be reviewed prior to awarding the scholarship and at the end of the each school year in which an applicant reapplies.
- B. Applications may be obtained from the IPMA Treasurer, from a member of the IPMA Scholarship Committee or on the IPMA website (<http://www.ipma.us>)
- C. The decision of the IPMA Scholarship Committee is final. No appeals will be accepted.
- D. Any unusual circumstances or questions of default will be reviewed by the IPMA Scholarship Committee. If the selected applicant has become ineligible or other circumstances prevent acceptance of the grant another applicant may be selected at the discretion of the IPMA Scholarship Committee.
- E. Applications must be postmarked no later April 30th of the year being applied for. Applications postmarked later than April 30th will not be considered.
- F. The awarded applicant will be notified in writing by July 1st or at the IPMA Scholarship Committee's discretion.
- G. Submission of an application is considered an agreement for the Indiana Pest Management Association to publish the applicant's name, photograph, and other personal information. The IPMA may also request a public acceptance of the award at a time and location acceptable to both the applicant and IPMA.



LUNCHEON RESERVATION FORM

WHAT: INDIANA PEST MANAGEMENT ASSOCIATION LUNCHEON

WHEN: Tuesday, January 13, 2015, 11:30 a.m.

WHERE: West Faculty Lounge, 2nd Floor, Purdue Memorial Union

DEADLINE FOR RESERVATION: Friday, January 9, 2015

COST: \$20/person

Advanced reservations required for guaranteed seating.
Make your check payable to the Indiana Pest Management Association and mail to:

Gary Bennett
Indiana Pest Management Association
Department of Entomology
901 West State Street
Purdue University
West Lafayette, IN 47907-2089

**LUNCHEON RESERVATION FORM –JANUARY 13, 2015, 11:30 a.m.
DEADLINE FOR RESERVATIONS IS FRIDAY, JANUARY 9, 2015**

NAME: _____

ADDRESS: _____

COMPANY NAME: _____

NUMBER IN PARTY (\$20/PERSON) NUMBER _____

Download IPMA Luncheon Reservation Form at:

<http://www.extension.entm.purdue.edu/IPMA/includes/pdfs/IPMALunchRes.pdf>